

As Info . . .

ROU Briefs 3/22/95

For: AUPIRIMIREMIROMICAMIRMM

FSC-45-A (latest version)

→ RETURN SHIPMENT - CF MOTORFREIGHT, OVERNITE.....We have received a few calls from direct customers asking when the transition to using CF MotorFreight (most states) and Overnite (9 states) for return shipments will begin. Letters J-6-I and J-7-I dated March 13, 1995 announcing the use of these carriers was sent to direct customers and copied to the field. As information, the effective date for using these carriers is April 1, 1995.

→ DISCONTINUING CURRENT PPD

COMPONENTS....Component parts for the current PPD will be discontinued at the end of second quarter 1995 due to the introduction of the new Doral Display. In order to ensure there is no excess inventory of these items, item numbers for the 8 and 9 Tray Displays have been discontinued. The 12 Tray Display item number will also be eliminated when current inventory is depleted.

After the Doral 6 and 9 Tray Displays are manufactured, we will begin production of the individual component parts. These items will be available for shipment in June. An FSC letter will be sent in May providing item numbers and an order form.

Program Contact: Andrea Lewis, Ext. 3305

→ BEST PRACTICES/SHARING IDEAS....

- Trish Kinser, Promotions Coordinator and Gayle Corum, Systems Coordinator in the Birmingham, Alabama ROU have submitted an action plan with regard to the new DPC Reporting procedures as outlined in FSC-32-A dated 2/24/95. Due to the limited number of accounts existing in SIS, they have entered all accounts in SIS submitted by direct accounts. After templates have been completed for all direct accounts, they cross-reference new accounts with existing SIS and delete the new account where necessary. The procedures are included with this brief.
- The Buffalo, NY Region has instituted procedures to alleviate ongoing pre-booking efforts by Sales Reps made necessary by overages after VAP shipments. The procedures are included with this brief.

R. J. REYNOLDS TOBACCO COMPANY

Attachments

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